

MISSION: UTAH #1 STIMULATING NURTURING ENTREPRENEURS
THRU ALL STAGES

ACCOMPLISH BY EXCELLENCE IN:

1. Education and training K-12, universities, adult entrepreneurs/angel
2. Network & recognition
3. Incubators/accel - tech & research parks
4. Quality of service providers
5. Support/congr. With Utah Technology Initiative
6. Availability of access to capital
7. Environment for expansion – later rounds
8. Supply of manager talent
9. Umbrella organization
10. Legislative and K-12 support

AXIOMS:

Rural and Metro Collaboration
Market Driven Leverage & Alignment of resources

ACTION ITEMS: (CODED 1-10)

2. Networking and recognition – take to higher level – Rich & Bryan
3. New incubator/accelerator – Sterling, Ron
3. State of art tech transfer – Ron
3. New tech/research park – Dave, Rod, Mark R.
4. Liaise USVA service providers task group – Rod
6. Okla. Model – bring Robert Heard to Utah – Paul, Dave, Howard Headlee
6. Retirement Fund venture portfolio – “turn over Utah’s rocks”
- 1 & 9 Meet with President Cundiff re:
Entrepreneur education initiative for high schools

Umbrella council for entrepreneur development

5. Dovetailing/integration with USVA – Rod
7. Get Ray Moncrief to Utah – Mike
Meet with Blackley, Curtis, etc.
6. Tie into retirees – i.e. Deer Valley (angels) – training and stimulation of angels
1. Education of entrepreneurs
Liaise with Stanford
Train young entrepreneurs
10. Develop champions in Legislature:

<u>Senate</u>	<u>House</u>
Mansell	Stephens
Valentine	Garn
Poulton	Alexander
10. Develop champions in K-12

<u>Office of Education</u>	<u>State Board</u>
Steve Laing	Business people

To all members of the Utah Entrepreneurship Policy Academy,

The attached document summarizes the flip chart discussions we had in Palm Springs and breaks the group recommendations into five categories (Education, Infrastructure, Capital, Awareness, and Networks). At the end of each category is a "Progress to Date" section that identifies the activities that are now underway. All of these activities are being managed as a part of Governor Leavitt's technology initiative called the Utah Silicon Valley Alliance (USVA).

Prior to the Palm Springs meeting the first reception and initial committee assignments for the Utah Silicon Valley Alliance had already occurred. It was during that meeting that Governor Leavitt called Dave Winder and Rod Linton to formally assign the leadership for the Alliance to the Department of Community and Economic Development with Rod as the Executive Director of the Alliance.

It was very clear from the start that the objectives of the Entrepreneurship Policy Academy and The Utah Silicon Valley Alliance had much in common and were in fact very complimentary. The USVA was broader in scope since it addressed all issues pertaining to strengthening and growing the Utah technology business sector while the Academy focused primarily on the role of the entrepreneur in the process. In fact the ideas and recommendations developed at the Palm Springs meeting have become an integral part of the USVA strategy and have driven many of the activities and initiatives created as a part of the Alliance. All of the Academy representatives that attended the Palm Springs meeting have been involved in USVA either as Task Group chairs or participants in committee or Task Group meetings. This will continue to be true.

One of the key focus areas of the USVA has been to identify those technology sectors in which Utah has clear and unique competency and is recognized as a national leader. Governor Leavitt has called these sectors economic "eco-systems" with the intent that these sectors will be targeted for significant economic development efforts. These efforts are intended to strengthen existing Utah companies, encourage entrepreneurial activity in the sector, enhance academic research and training, promote venture capital deployment, and identify key companies for targeted recruitment to the state.

A series of "Summit Meetings" at the Governor's mansion have been planned (four have already occurred) to generate a dialog with key players both inside and out of the state. The summits will assist in identifying the specific efforts required to grow and strengthen these eco-systems. We plan to discuss this effort at the New Orleans meeting and to solicit the participation of academy members in future summits. We have engaged a group of MBA interns to assist in research and to provide direction for the summits. Reports from this effort will be distributed.

We sincerely appreciate the time and honest input from members of the Academy as we work together to strengthen Utah's economy. Thank you for your time in Palm Springs and for your upcoming participation in New Orleans. We look forward to seeing you.

David Winder
Executive Director
Utah Department of Community
and Economic Development

Rod Linton
Executive Director
Utah Silicon Valley Alliance